

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 210720Z JUN 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 703

INFO AMCONSUL KARACHI

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX/DUPONT/ROHM AND HAAS PROPOSAL FOR
POLYESTER FIBER PLANT

REF: ISLAMABAD 5499

1. FAILING TO GET AN OFFICE APPOINTMENT WITH RAFI RAZA BECAUSE OF HIS INVOLVEMENT IN NATIONAL ASSEMBLY PROCEEDINGS, AND OTHER MATTERS, I REACHED HIM BY TELEPHONE THIS MORNING, AND, MENTIONING THE CHEMTEX PROPOSAL, TOLD HIM I'D LIKE TO SEE HIM AS SOON AS POSSIBLE. HE REPLIED THAT HIS SCHEDULE FOR THE NEXT FEW DAYS WAS HEAVY AND URGED ME TO TAKE IT UP WITH HIM THEN AND THERE ON THE TELEPHONE, AND SO I DID.

2. I REFERRED TO THE CANCELED VISIT TO DUPONT/ R&H PLANTS AND NOTED THAT ICI, WHICH HAD BEEN THOUGHT TO BE OUT OF THE RUNNING SINCE IT HAD SUBMITTED ONLY A CURSORY THREE-PAGE BID AND HAD NOT ATTEMPTED TO TALK SERIOUSLY WITH FCCC'S TECHNICAL EVALUATION COMMITTEE, NOW SEEMED TO BE A VERY ACTIVE COMPETITOR. RAFI RAZA REPLIED THAT HE IS KEEPING VERY MUCH IN TOUCH WITH ALL DEVELOPMENTS RELATING TO THE PROPOSED POLYESTER JOINT VENTURE AND SAID IT WAS HIS OWN IDEA THAT THE VISIT TO THE UNITED STATES BE SCRATCHED. HE SAID HE TOLD HIS PEOPLE THAT IT MADE NO SENSE FOR THEM

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TO GO AND LOOK OVER THE DUPONT/R&H PLANTS. "IF," HE

SAID, "DUPONT WERE SECOND BEST" THEN IT MIGHT MAKE SENSE FOR A PAK TEAM TO GO AND LOOK THE COMPANY OVER. SINCE "DUPONT IS THE BEST," (AND AT THIS POINT HE INTERJECTED "NOW, THERE I HAVE SAID IT*") THERE SHOULD BE NO REASON FOR A PAK DELEGATION TO TRAVEL TO THE UNITED STATES TO ASCERTAIN "WHAT WE ALREADY KNOW."

3. RAFI RAZA SAID HIS STAFF "SAW THE POINT" AND HE DIRECTED THEM TO BEGIN FINAL NEGOTIATIONS WITH THE LEADING CONTENDERS, INCLUDING ICI. ICI IS BEING GIVEN FURTHER OPPORTUNITY TO MAKE A PROPOSAL, HE SAID, SINCE IT IS A RELIABLE, LONG-ESTABLISHED COMPANY HERE AND HAD LONG AGO SUBMITTED A PROPOSAL TO THE GOVERNMENT FOR A JOINT VENTURE IN POLYESTER FIBER PRODUCTION. RAFI RAZA ACKNOWLEDGED CHEMTEX'S STRONG CONTENDING POSITION IN VIEW OF ITS RECENTLY REVISED OFFER AND STRESSED "THERE WILL BE NO HANKY PANKY." HE SAID IT WILL BE THE BEST ALL AROUND PROPOSITION AS NEGOTIATED NEXT WEEK THAT WILL DECIDE WHICH COMPANY WILL BE SELECTED AS THE JOINT VENTURE PARTNER OF THE GOP.
LUPPI

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: buchant0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ISLAMA05679
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750216-1111
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750627/aaaaaxyw.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 ISLAMABAD 5499
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 19 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 AUG 2003 by ellisoob>; APPROVED <04 DEC 2003 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CHEMTEx/DUPONT/ROHM AND HAAS PROPOSAL FOR POLYESTER FIBER PLANT
TAGS: BEXP, PK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006